



## **BULK TERMINALS A CORUÑA – COPING WITH CONTINUING UNCERTAINTIES**

**The Annual Conference of the Association of Bulk Terminal Operators (ABTO)**  
*– the only event aimed at the entire bulk terminals industry*

**Hotel Eurostars Atlántico, 21-22 October 2026**

---

*Please note this is a draft document subject to change. Speakers and subject headings may change from as they appear below.*

---

### **CONFERENCE PROGRAMME**

#### **PRE-CONFERENCE NETWORKING: TUESDAY 20 OCTOBER 2025**

18:00 Ice Breaker Drinks

#### **CONFERENCE DAY ONE: WEDNESDAY 21 OCTOBER 2025**

08:15 Registration and refreshments

#### **OPENING WELCOME ADDRESSES**

- 09:00 Welcome from ABTO  
Simon Gutteridge BA Law Hons, FIMarEST, Chief Executive, ABTO
- 09:05 Conference Chairman's opening remarks  
Professor Mike Bradley BSc Hons, PhD, Director, The Wolfson Centre for Bulk Solids Handling Technology, University of Greenwich; Chairman, Solids Handling and Processing Association (SHAPA) and the ABTO Members' Advisory Panel
- 09:10 Welcome from the Port of Authority of A Coruña  
Martin Fernandez Prado, Executive Chairman, Port Authority of A Coruna
- 09:15 Representatives of the Regional Government (Xunta de Galicia) and the Municipalities (Ayuntamiento de A Coruña) and (Ayuntamiento de Arteixo)  
Speakers to be confirmed

**BULK MARKETS**

Session Chairman:

Sean Fairley, Principal Consultant, Drewry Shipping Consultants

09:20 KEYNOTE: Continuing geopolitical tensions and volatility of the US tariff regime impacting the global bulk trade  
Sean Fairley

09:50 Iron ore - *previous patterns and future predictions*  
Pablo Rodas-Martini, Director of Market Intelligence, Emerging & Frontier

10:20 Coal - *remains a key dry bulk commodity*  
Will Tooth, Senior Dry Bulk Analyst, SSY

10:50 Refreshments

11:20 Grain markets – *conflicts and structural changes*  
Harry Grimes, Head of Dry Bulk Research & Data Analytics, Arrow

11:50 Cementitious trade - *factors reshaping trade flows*  
Sylvie Doutres Ghizzo, Associate & Joint Managing Director, DsG Consultants

12:20 Discussion and questions

**OPERATIONS AND OPPORTUNITIES**

12:30 Minimising ship to shore and shore to ship material losses  
Professor Mike Bradley

13:00 Lunch

14:00 Lubrication free polymers in bulk terminal applications  
Francisco Martínez, Product Manager e-chain, igus SLU

14:30 CASE STUDIES of CapEx and OpEx considerations in equipment purchases  
David Ingvarsson, Sales Manager-Europe, BRUKS Siwertell

15:00 A Coruña: A port of destination and a logistics distribution platform  
Introduction: Irene Souto, Head of Port and Business Development, Port of A Coruña Authority  
Panel: Roque Gonzalez Nogueira, Director Supply Chain and Terminals, Galigrain SAU -and-  
Jorge Rico Caramés, Commercial Director, Pérez Torres Marítima SL(PTM) -and-  
Pablo Ramilo Méndez, Director, Terminales Marítimos de Galicia (TGMA)

15:35 Refreshments

16:05 REPORT: The SMARTSTORE project – *improving port logistics, storage and transformation of relevant products in Galicia through Industry 4.0 technologies*  
Javier Sánchez, Innovation Department, Galigrain SAU

## **Bulk Terminals A Coruña 2026 *continued*:**

---

- 16:35 CASE STUDIES: Implementing a terminal operations system  
Each general cargo and bulk terminal has its own operational profile, meaning there  
Kent Busk, Director Seaport Group *-and-*  
Mo Dualeh, EMEA Sales Manager, TBA
- 17:05 Moving from a concept to commissioning  
Hani Katerji, Director, Hani Katerji Consulting
- 17:35 Discussion and questions
- 17:50 Chairman's conclusions and close of day one conference proceedings

### **EVENING SESSION**

- 18:00 Conference reception kindly sponsored by the Port of A Coruña Authority



### **CONFERENCE DAY TWO: THURSDAY 22 OCTOBER 2025**

- 08:30 Refreshments

#### **OPENING REMARKS**

- 09:00 Conference Chairman's opening remarks and introduction to day two  
Professor Mike Bradley

#### **CYBER SECURITY AND AI**

- 09:05 Update on the threat – *how artificial intelligence is reshaping the cyber-risk landscape for bulk terminals*  
Richard Hodder, Managing Director & Principal Cybersecurity Consultant,  
Engage Cyber

#### **ENVIRONMENT AND SAFETY**

- 09:35 Understanding climate risks, planning adaptive responses and embedding resilience  
Dorota Jilli, Senior Underwriter, TT Club
- 10:05 Dust suppression  
Introduction: Professor Mike Bradley  
Panel: Frank van Laarhoven *-and-*  
David Ingvarsson
- 10:35 Bulk terminal automation – *enhancing safety, accuracy and resilience*  
Neil Dalus, Risk Assessment Manager, TT Club

## **Bulk Terminals A Coruña 2026 *continued*:**

---

11:05 Refreshments

11:35 PANEL DISCUSSION: A Coruña Green Port

Introduction: Andrés Guerra, Head of Sustainability and Strategy, Port of A Coruña Authority

Panel: Panellist from Galigrain SAU *-and-*

Jorge Rico Caramés, Commercial Director, Pérez Torres Marítima SL (PTM) *-and-*  
Panellist from Terminales Marítimos de Galicia (TGMA)

12:10 Discussion and questions

12:30 Chairman's summary of conference deliberations

12:45 Lunch

13:50 Depart Hotel Eurostars Atlántico for the Outer Port of A Coruña to visit Galigrain (GrupoNogar), PTM and TMGA terminals



16:30 Close of conference and return by coach to central A Coruña \*  
\* Approximate timing

### **REGISTRATION**

Register [HERE](#) to join us at Bulk Terminals A Coruña 2026

### **SPONSORSHIP**

To discuss sponsorship please call Simon Gutteridge  
+33 (0)321 47 72 19 [events@bulkterminals.org](mailto:events@bulkterminals.org)

With thanks to our past and present sponsors of the Bulk Terminals conference



**HOST PORT AND PARTNERS**

With thanks to our host port, conference partner DsG Consultants and The Wolfson Centre for Bulk Solids Handling Technology



Keep up to date with news and developments in *Bulk Terminals International* magazine



**SUPPORTING ORGANISATIONS AND MEDIA PARTNERS**

With thanks to our Supporting Organisations and Media Partners

Supporting Organisations



**Bulk Terminals A Coruña 2026 *continued:***

---

Media Partners

**BULK TERMINALS**  
*international*

**JURA·MOPE·SEA**  
INTERNATIONAL BUSINESS MAGAZINE



**Baltic Transport**  
the monthly-daily companion  
Journal

**TRANSPORTES & NEGÓCIOS**